

## Message Text

UNCLASSIFIED

PAGE 01 TOKYO 12219 130546Z  
ACTION CU-06

INFO OCT-01 EA-09 ISO-00 USIA-15 OPR-02 LAB-04 SIL-01  
/038 W

-----016025 130552Z /10

R 120119Z AUG 77  
FM AMEMBASSY TOKYO  
TO SECSTATE WASHDC 114

UNCLAS TOKYO 12219

E.O. 11652: N/A  
TAGS: OEXC, ELAB, JA  
SUBJECT: VOLUNTARY VISITORS: LIFE INSURANCE WORKERS TEAM

REF: TOKYO 11689

NATIONAL FEDERATION OF LIFE INSURANCE WORKERS (SEIHO ROREN -  
325,000, AFFILIATED CHURITSU ROREN) SENDING SELF-FINANCED  
12-MAN TEAM TO U.S. OCTOBER 25 - NOVEMBER 15 FOR STUDY TOUR,  
LED BY FEDERATION PRESIDENT HORIE AND INCLUDING 2 VICE  
PRESIDENTS AND SECRETARY-GENERAL. POST REQUESTS FACILITATIVE  
ASSISTANCE, INTERPRETER AND HOTEL RESERVATIONS FOR THIS  
IMPORTANT, HIGH LEVEL TEAM.  
TEAM MEMBERS AS FOLLOWS:  
SHIGEO HORIE - PRESIDENT  
KIYOSHI TENSAKA - VICE PRESIDENT (DEPUTY TEAM LEADER)  
YUKIYOSHI MATSUNAGA - SECRETARY GENERAL  
RYOJI TAJIMA - VICE PRESIDENT  
EITARO WAKI - DIRECTOR, RESEARCH DEPT, JAPAN LIFE INSURANCE  
COMPANY WORKERS  
MASAYOSHI OSADA - PRESIDENT, JAPAN GROUP LIFE INSURANCE  
SALESMEN WORKERS UNION  
TERUO AKAMA - VICE PRESIDENT, DAICHI LIFE INSURANCE  
CLERICAL WORKERS UNION  
SEIJI NISHI - VICE PRESIDENT, YASUDA LIFE INSURANCE  
WORKERS UNION  
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SHOJI TANAKA - PRESIDENT, MITSUI LIFE INSURANCE CLERICAL  
WORKERS UNION  
HIROSHI MANABE - PRESIDENT, MITSUI LIFE INSURANCE  
SALESMEN WORKERS UNION  
SHIRO MATSUURA - DIRECTOR, WAGE COUNTERMEASURES DETP.,  
MEIJI LIFE INSURANCE WORKERS UNION  
HIDEKI YAMAMOTO - VICE PRESIDENT, SUMITOMO LIFE INSURANCE

WORKERS UNION (CLERICAL)

STUDY OBJECTIVES AS FOLLOWS:

1. INSURANCE WORKERS WAGES AND WORKING CONDITIONS.
2. TRENDS IN SALES PRACTICES AND BENEFITS IN U.S. LIFE INSURANCE INDUSTRY.
3. EFFECTS ON LABOR PRACTICES OF INCREASING AUTOMATION.
4. GENERAL UNION ACTIVITIES AND EXCHANGE OF VIEWS WITH COUNTERPARTS.

TEAM HOPES MEET WITH UNION AND MANAGEMENT OFFICIALS OF METROPOLITAN, EQUITABLE, PRUDENTIAL, JOHN HANCOCK AND OTHER MAJOR LIFE INSURANCE COMPANIES AND ANY COMPANIES LOCATED IN SAN FRANCISCO, LOS ANGELES AND DENVER AREAS.

WISHES TO VISIT AND STUDY LIFE INSURANCE RELATED INSTITUTIONS SUCH AS RESEARCH INSTITUTES, ASSOCIATIONS ETC.

ALSO HOLD DISCUSSIONS WITH LIFE INSURANCE WORKERS OF ALL KINDS.

TEAM HOPES TO HAVE BRIEFING AT AFL-CIO, DOL, NLRB, OTHER LABOR RELATED ORGANIZATIONS. ALSO WISH TO MEET NATIONAL AND LOCAL LEADERS OF INSURANCE WORKERS INTERNATIONAL UNION AND OFFICE AND PROFESSIONAL EMPLOYEES INTERNATIONAL UNION.

PLACES TO VISIT:

WASHINGTON, NEW YORK, HARTFORD, BOSTON IN EAST, DENVER, LOS ANGELES, SAN FRANCISCO IN WEST, PLUS OTHER RECOMMENDED BY PROGRAM OFFICER.

DETAILED BIODATA TO BE FORWARDED.

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MANSFIELD

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NNN

## Message Attributes

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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** LABOR, LIFE INSURANCE, VISITS, MEETING DELEGATIONS, INTERGOVERNMENTAL COOPERATION  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009